



KEEPING THE TRID TRAIN ON SCHEDULE: SIX THINGS REALTORS CAN DO TO HELP

East Texas Title Companies—TRID Train Newsletter—Issue 10

July 2015

As representatives of Buyers and Sellers, Realtors often end up playing quarterback for real estate transactions, acting as a conduit for information that really is the responsibility of the Lender or Title Company. So this newsletter is focusing on what Realtors can do to help as we all collectively start to integrate the new TRID regulations into our processes.

1) Allow at least 45 days to close.

It's always best to set **accurate client expectations** upfront. While it is possible for a transaction to close in a shorter period of time, whenever possible, write your contracts with at least 45 days to close. Doing so allows you time to address **unexpected situations** and conduct **in-contract negotiations** while avoiding **multiple contract extensions**.

2) Have your client sign the new TAR Authorization form (TAR 2516).

Both Buyers and Sellers must execute this form which allows realtors to receive Loan Estimates, Closing Disclosures and other settlement documents related to the transaction. Include it in your regular paperwork.

Be sure to review the documents for accuracy when you receive them. You may be the only party privy to certain information, so if any item on any disclosure looks different from your understanding of the transaction, ask about it.

3) Make sure the Lender or Title Company has all the fees including realtor commissions early in the process

Fees such as **realtor commissions** are disclosed on both the Closing Disclosure and the Texas Disclosure (new TDI form signed at closing). Especially if realtor commissions are renegotiated, it is very important to get the most current information to the Lender or Title Company ASAP. This type of change will start a new **three-day waiting period** if the Closing Disclosure has already been issued, and you don't want your commission change cause a delay.

4) If you are representing the Buyer/Borrower, make sure they express their intent to proceed within 10 days of receipt of the Loan Estimate.

Under the new guidelines, if the Borrower waits more than **10 days** to express their intent to proceed, the Loan Estimate **expires** and a new one must be issued.

5) Be sure the Borrower has provided their current credit information to the Lender.

This includes any changes that may occur during the process that affect the Borrowers' **creditworthiness**, such as one of the Borrowers losing their job. There are several instances that make it necessary to issue a **new Loan Disclosure**, so make sure all new, relevant information is immediately conveyed to the Lender. This is especially important with the new **10% cumulative tolerance rule**.

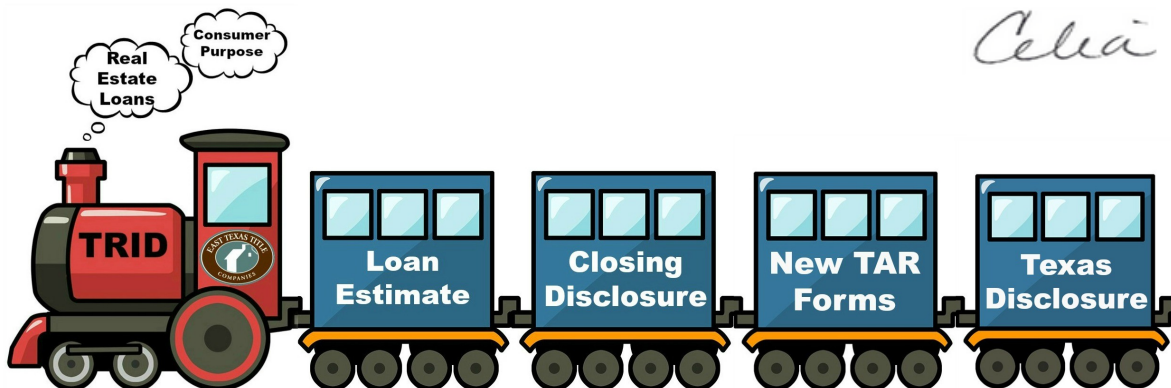
6) If changes need to be made to the Closing Disclosure, notify Lender or Title Company immediately.

It is important for the Lender or Title Company to have the correct charges on the CD even if they do **not** re-start the 3-day waiting period. This includes changes such as extra inspections or higher charges from a provider such as a survey or not on the Lender's Settlement Services Provider List (SSPL).

The bottom line for Realtors is communicate, communicate, communicate, and then **communicate some more!** Together we can make the TRID process as smooth as possible for our clients.

As always, please let us know if you have [any questions](#) about TRID. And lenders, if you haven't scheduled your [one-on-one consultation](#) with me, please do so!

Best regards,



Schedule a
Consultation



Stay on Track with East Texas Title Companies!